



CUSTOMER PROFILE:

How Spectrum® Construction Software and SMS Turbo® helped Northwest Rock become more efficient and ensure company profitability.



NORTHWEST ROCK

Northwest Rock, based out of Aberdeen, WA has been in business for over 60 years providing product to government projects in southwest Washington as well as concrete aggregates and sand in Washington and in many parts of Oregon.

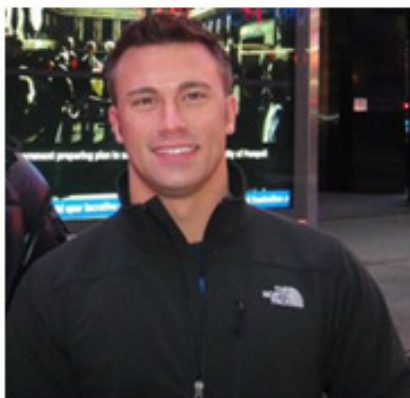
They supply an assortment of crushed rock, washed rock, landscape rock, sand, and rip rap for road builders and other customers. More information on Northwest Rock can be found at:

WWW.NWROCK.COM

The Spectrum Difference:

A lot has changed since Dexter + Chaney last interviewed client Northwest Rock back in '96 for *Pit & Quarry* magazine. In addition to ownership changes, Northwest Rock has also changed its scale interface solution to better integrate with Spectrum Construction Software by offering a more customizable option. By changing to SMS Turbo® from Creative Information Systems, Northwest Rock can customize reports for invoicing, cutting their weekly invoicing processing time in half.

The one thing that hasn't changed at Northwest Rock is their use of Spectrum.



Tyler Rognlin IT Manager at Northwest Rock

“We are still using Spectrum and will continue to do so. Spectrum has been a great asset over the years. It has adapted and changed in ways that continue to benefit us,”
said Tyler Rognlin of Northwest Rock.

Spectrum has strived to adapt with market changes and will continue to be at the forefront of technological advances. That gives Spectrum a competitive edge over other software options.



SPECTRUM™
 CONSTRUCTION SOFTWARE

SPECTRUM INTEGRATION

The integration between Spectrum and SMS Turbo® (Scale Management Software) has more control to better manage products, sales and pricing for Northwest Rock.



“The ability to reprint tickets to mail to customers with their invoices is probably my favorite feature. The Customer Usage reports are also very helpful,” says Merri Sayamnet, a weighmaster for Northwest Rock.

Merri Sayamnet of Northwest Rock

Data collected to bill a customer is transferred from SMS turbo® to Spectrum linking both software products and creating seamless transactions for Northwest Rock. More than 30 truckloads per day leave the company’s pits during the summer season. This integration plays a critical role in ensuring company profitability with accurate tracking and billing.

Customer support is another reason Northwest Rock has continued with Spectrum and why they decided to go with SMS. “It is very seldom that the need arises to call support but when we do it is very prompt and helpful,” says Rognlin. In this sense, the pairing of Spectrum and SMS was an obvious choice for Northwest Rock.

SMS Turbo® is an accounting interface solution that saves valuable time and money by reducing human data entry errors and payroll overhead. Invoices can be produced quicker and more frequently, thus resulting in quicker receipt of payments. This solution, paired with Spectrum Construction Software has created a time-saving solution for Northwest Rock that equals more money in the bank. Tracking material purchases and invoicing them to clients quickly and accurately is a seamless function with the Dexter + Chaney and Creative Information Systems combination.

To learn more about SMS Turbo® please visit www.creativeinfo.net or call **603-627-4144**.

To learn more and Spectrum Construction Software please visit www.dexterchaney.com or call **1-800-875-1400**.

DEXTER + CHANEY

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